

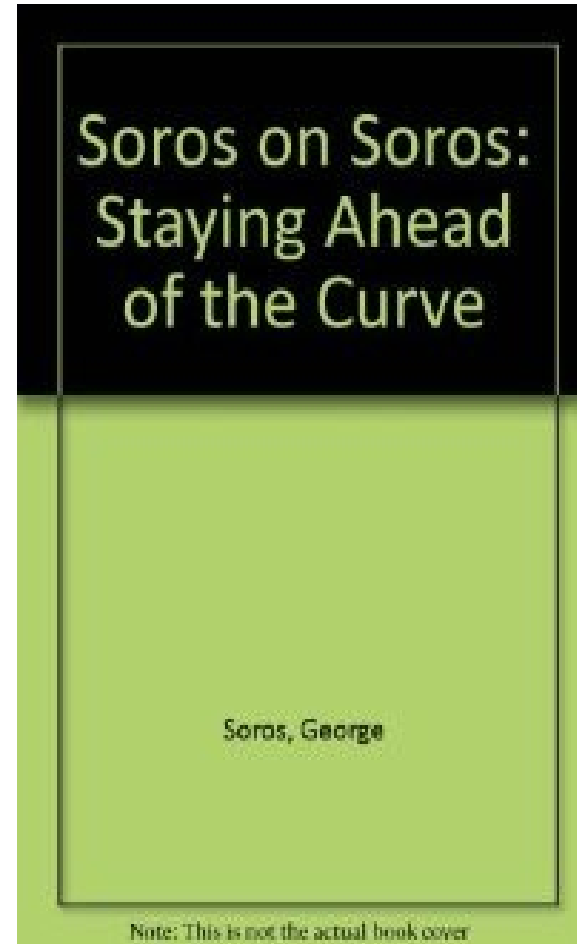
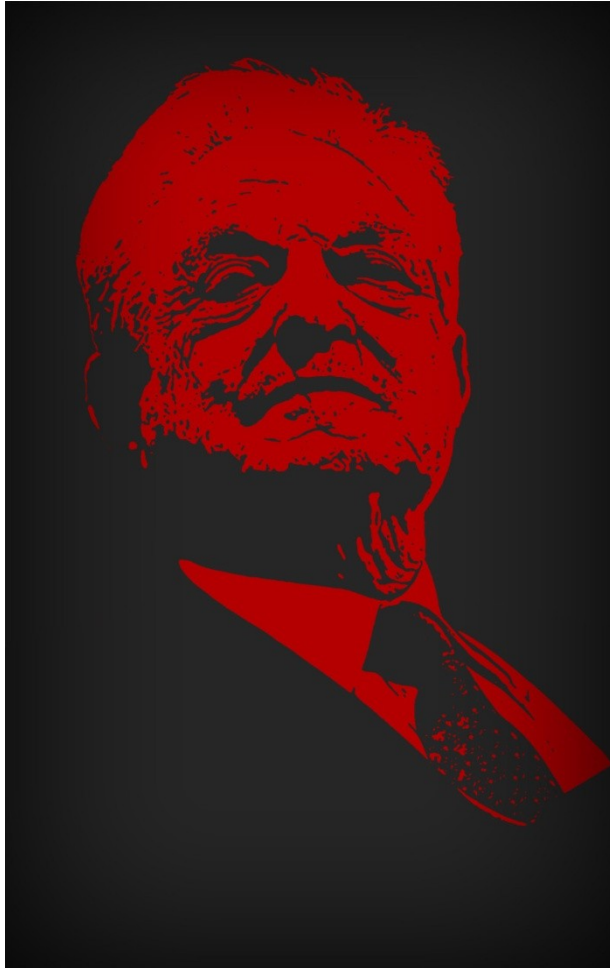
STAYING AHEAD OF THE CURVE

Aly-Khan Satchu presents at

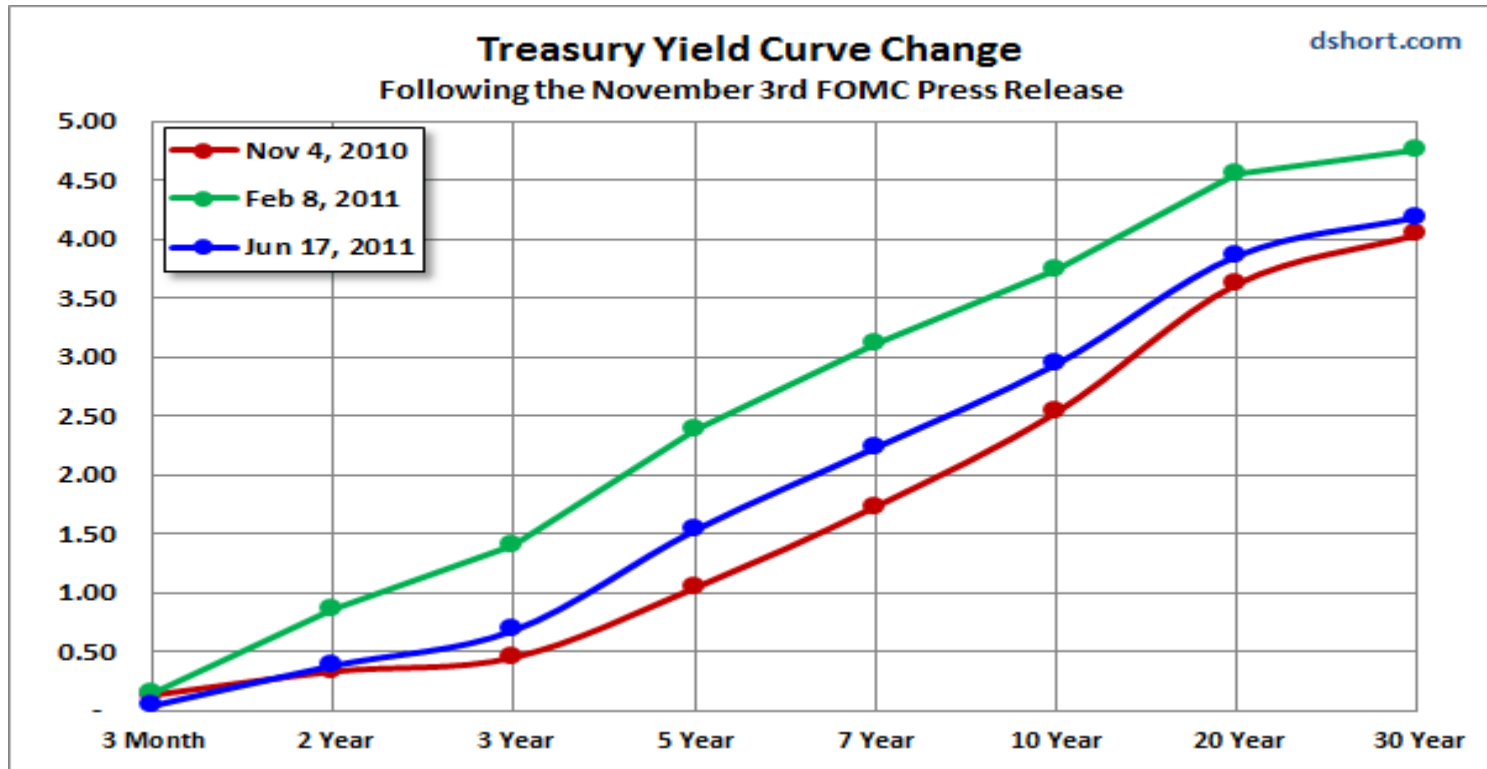
BI Summit

www.rich.co.ke

George Soros



Yield Curve Chart



The Puck

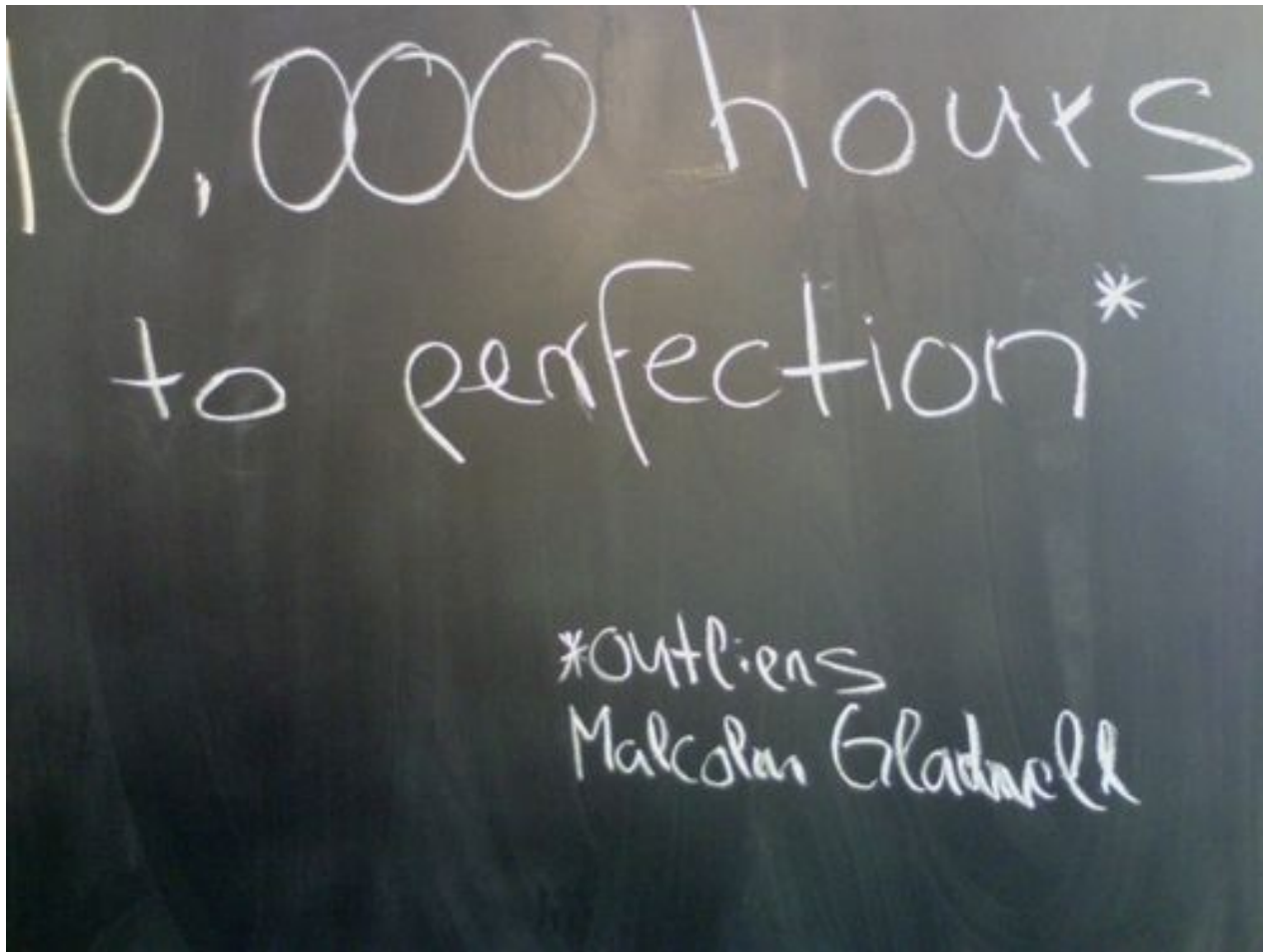


I skate to where the puck is going to be, not
where it has been.

(Wayne Gretzky)

izquotes.com

10,000 Hours Malcolm Gladwell



- Gladwell claims that greatness requires enormous time, using the source of The Beatles' musical talents and Gates' computer savvy as examples. The Beatles performed live in [Hamburg, Germany](#) over 1,200 times from 1960 to 1964, amassing more than 10,000 hours of playing time, therefore meeting the 10,000-Hour Rule. Gladwell asserts that all of the time The Beatles spent performing shaped their talent, and quotes Beatles' biographer [Philip Norman](#) as saying, "So by the time they returned to England from Hamburg, Germany, 'they sounded like no one else. It was the making of them.'" Gates met the 10,000-Hour Rule when he gained access to a high school computer in 1968 at the age of 13, and spent 10,000 hours programming on it.

It's Schumpeter Time



Schumpeter Creative Destruction

- Capitalism is by nature a form or method of economic change and not only never is but never can be stationary.

Schumpeter Creative Destruction

- The fundamental impulse that sets and keeps the capitalist engine in motion comes from the new consumers' goods, the new methods of production or transportation, the new markets, the new forms of industrial organization that capitalist enterprise creates.

Schumpeter Creative Destruction

- The opening up of new markets, foreign or domestic, and the organizational development from the craft shop and factory to such concerns as U.S. Steel illustrate the same process of industrial mutation [...] that incessantly revolutionizes the economic structure *from within*, incessantly destroying the old one, incessantly creating a new one. This process of Creative Destruction is the essential fact about capitalism. It is what capitalism consists in and what every capitalist concern has got to live in.

We are Living in a Time of High Velocity Change

- I would characterize it as a Schumpeter moment

The Mobile Phone was the Silver Bullet for a Billion Africans



IGDP

- A concept developed by McKinsey, called “iGDP”, measures the Internet’s contribution to the overall economy as a share of the total GDP. It takes into account the use of the Internet across four major categories: private consumption, public expenditure, private investment and trade balance.
- Of the 14 countries assessed, Senegal and Kenya’s iGDP stood at 3,3% and 2,9% respectively, which is comparable to France and Germany. In contrast, the continent’s largest economies, South Africa and Nigeria, have iGDPs of 1,4% and 0,8% respectively.

Kenya Bandwidth Data

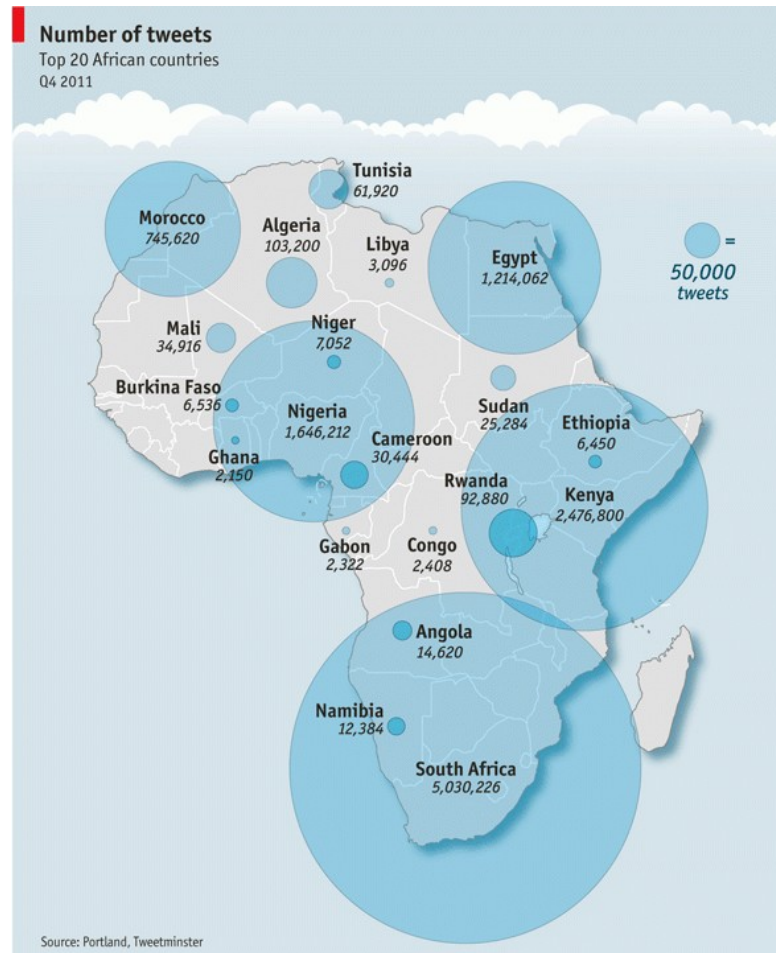
- Mobile data traffic will grow at a CAGR of 66 per cent from 2012 to 2017, reaching 11.2 exabytes per month by 2017
- Increase in International Internet bandwidth per Internet user, which jumped from 4 500 Mbit/s in 2011 to 24 000 Mbit/s in 2012.
- In terms of International Internet bandwidth per Internet user, this makes Kenya the bandwidth-richest country in Africa

- The transaction value handled by M-Pesa and similar services is predicted to top US\$160 billion by 2016.4 In the US, mobile payments are expected to reach only US\$90 billion by 2017.5 @IBM

Kenya Mobile Money Data

- The following are the latest M-PESA statistics according to the latest reports released by Safaricom.
- M-PESA has 18.2 million registered users of which 11.6 million are active users.
- The value of P2P (person-to-person) transfer per month is KES 77.3 Billion
- The value of P2B (Person to Business) per month is KES 9.9 Billion
- The value of B2P (Business to Person) per month is KES 7.6 Billion
- [M-Shwari](#) now has over 2.4 million active customers with KES 1.8 Billion in deposits, KES 0.8 Billion in loans with NPLs at 3.8%.

Social Media A Lead Indicator



Africa is Never going to be Linear



- The old is dying and the new cannot be born; in this **interregnum** there arises a great diversity of morbid symptoms

Conclusions

- In Toto this is creating Laboratory experiment conditions in Kenya.
- Systemize complexity .
- Do a Gretzky.
- Being ahead of the curve will produce super normal gains.

Thank - You